

Message Text

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PAGE 01 WARSAW 00431 191317Z
ACTION EUR-12

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COMMERCE PASS CRD/DSULLIVAN

E.O. 11652: N/A
TAGS: BEXP, PL
SUBJECT: REGIONAL SEMINAR FOR LOCAL COMMERCIAL SPECIALISTS

REF: (A) STATE 003699, (B) 76 WARSAW 9107

1. WE WOULD BE PLEASED TO HOST THE REGIONAL SEMINAR FOR LOCAL
COMMERCIAL SPECIALISTS TENTATIVELY SCHEDULED FOR LATE OCTOBER.

2. WE TRUST, HOWEVER, THAT THE HOLDING OF THIS SEMINAR
FOR EASTERN EUROPEAN COMMERCIAL SPECIALIST WILL NOT RULE OUT
THE SELECTION OF QUALIFIED LOCAL EMPLOYEES FROM THIS POST FOR
TRAINING COURSES GIVEN FOR EMPLOYEES OF OUR WESTERN EUROPEAN
EMBASSIES. AS WAS POINTED OUT AT THE GARMISH ECONOMIC/COMMERCIAL
OFFICERS' CONFERENCE AND ELSEWHERE, WE BELIEVE OUR LOCALS NEED
TRAINING SIMILAR TO THAT GIVEN THEIR WESTERN COUNTERPARTS
RATHER THAN COURSES AIMED AT COMMUNIST COUNTRY SITUATIONS.

3. OUR LOCAL KNOW THE POLISH AND EE SITUATION WELL; WHAT
THEY DON'T KNOW IS THE WESTERN SITUATION AND THE U.S.
STYLE OF DOING BUSINESS. IT IS IMPORTANT THAT OUR
POLISH PROFESSIONALS GET A GREAT DEAL MORE EXPOSURE IN
THIS AREA, SINCE IT WOULD HELP THEM
GREATLY IN ASSISTING THE LARGE NUMBER OF REPRESENTATIVES
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OF U.S. FIRMS WHO VISIT POLAND. THIS EXPERIENCE CAN BEST BE
ACQUIRED IN THE WEST.

4. OUR IMMEDIATE CONCERN IS THAT BY AGREEING TO HOST
THE REGIONAL SEMINAR WE ARE NOT UNDERCUTTING THE CHANCES
OF KRYSZYNA KARCZEWSKA TO ATTEND THE FSI COMMERCIAL LOCALS
U.S. TRAINING PROGRAM (REF B). WE WOULD APPRECIATE BEING

REASSURED ON THIS POINT.
BROWN

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NNN

Message Attributes

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